NATIONAL CANNERS ASSOCIATION

Information Letter

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Packing of Field Corn Condemned

Whenever there are prospects of a shortage, or discussion of a possible shortage, of sweet corn for canning, reports are circulated that field corn may be packed to make up for this shortage. This year's drought has resulted in such reports gaining circulation.

The National Canners Association has always condemned the packing of field corn, and in 1924 the Board of Directors unanimously adopted the following resolution on the subject:

RESOLVED: That this Association condemns the practice of canning field corn, regardless of labeling so as to technically comply with the law; and be it further

RESOLVED: That any member canner who shall in the future indulge in such practice be expelled from the Association.

It Pays to Know Your Broker and Customer

Another example of when a sale is not a sale but a gift has recently been brought to the attention of the National Canners Association—an incident quite similar in character to others that have been reported to the Association at various times.

In this case an order for goods received from a broker of unknown standing was shipped to a firm, likewise of unknown standing, and now the shipper is endeavoring to ascertain the

whereabouts of either the goods or the people with whom he did business. Naturally, the job is difficult.

The incident again emphasizes that canners should deal only through brokers whom they know to be responsible, and that a big part of successful selling is in knowing to whom not to sell.

Condition Reports on Cucumbers, Kraut Cabbage, Lima Beans and Beets

CUCUMBERS FOR PICKLES.—In the Michigan, Wisconsin and Indiana areas, which have 65 per cent of the estimated acreage of cucumbers for pickles, production prospects slightly below those on August 1 are indicated by reports on August 15. Though plantings on the lighter soils have suffered severely from heat and drouth, the vines on heavier soils and on low lands were reported in fairly good condition, considering the adverse growing weather. Many sections, however, need rains to secure fair yields per acre.

In Minnesota, Illinois, Iowa and Missouri, prospects on August 15 were materially below August 1 conditions. Favorable growing conditions have continued in Colorado, Washington and California and good yields are expected. For the entire country, the average condition of the crop on August 15 was about 5 points below that on August 1, when the reported condition was 2.4 points below the 10-year average condition for August 1.

KRAUT CABBAGE.—Average condition of kraut cabbage has deteriorated somewhat since August 1, due to continuing dry weather in many areas. Sharp declines in prospective yields have been registered in New York, Michigan, and Minnesota. Wisconsin prospects are also materially below those of August 1. In addition to damage from the heat and drouth, considerable damage through lice infestation is threatened in sections of New York, Michigan and Ohio. For the entire crop, the average condition on August 15 was 10-12 per cent below that on August 1, when the reported condition was 1 point below the 10-year average condition for August 1.

GREEN LIMA BEANS.—With continuing dry weather in all important producing areas, the condition of green lima beans has deteriorated materially since August 1. Reports on the progress of the crop up to August 15 indicate that the early plantings have already suffered severe damage from the intense heat and lack of moisture. Serious loss on later plantings was also

likely unless rain soon relieved the situation. Except for showers in local areas, this relief has not materialized. On the basis of August 15 reports, the average yield per acre will be little better than 50 per cent of normal.

BEETS FOR CANNING.—Condition of the crop on August 15 was 10-12 points below that of August 1, when reports indicated fairly good yields were in sight. Continued dry weather in New York, New Jersey, Michigan and Wisconsin has caused a material reduction in prospective yields in these areas. In New York and Michigan, condition of the crop appears very spotted, with favorable and poor prospects reported from the same general areas. In general, condition of early plantings in these States is considered satisfactory. Late plantings, however, have suffered more severely from the intense heat and drouth. Large beets will probably be scarce. The crop in practically all sections of Wisconsin has suffered damage from the drouth since August 1. With only light, scattered showers since that date, further reduction in yield is probable. Colorado, Utah and Washington are the only areas in which growing conditions remain generally favorable.

Weather Conditions

In the more droughty sections of the country during the week ended August 26, the only follow-up rains of consequence, after those of last week, occurred in the states of Kansas, Nebraska, and South Dakota, though beneficial showers, drought-breaking in considerable sections, extended farther south over Oklahoma and northern Texas. In this area, where moderate to good rains have occurred two weeks in succession, and also in most of Oklahoma and parts of northern Texas, the Weather Bureau states that the drought has been broken.

East of the Plains states the only droughty areas receiving substantial relief comprise the southern Appalachian Mountain section, including principally eastern Tennessee, western North Carolina, and southwestern Virginia, and an area to the northward embracing New Jersey, eastern Pennsylvania, and most of New York. In these sections conditions have been generally improved, while further substantial showers in the Southeast were beneficial, and the Rocky Mountain states continued favorable, in many places unusually so.

In the Virginias and Maryland, much of Pennsylvania and Ohio, Michigan, Wisconsin, Iowa, Minnesota, and North Dakota only scattered localities received beneficial rains and the drought is still largely unrelieved, with but little or no improve-

ment in the general situation. In most interior sections, where recent rains occurred, including the Ohio and central and lower Mississippi valleys, the past week was practically rainless, and the effect of the previous moisture is rapidly disappearing, with rains again needed over almost the entire area. Late corn and truck crops, especially on lower lands, revived, and pastures in many places are showing green, but have not yet produced grazing conditions of material consequence and cannot much further improve unless additional rains come soon.

Navy Asks Bids on Applesauce, Pumpkin and Figs

The Navy Department is asking for bids on canned applesauce, figs and pumpkin.

Bids on applesauce (Schedule 4031) will be opened October 14, and call for prices for delivery of 55,000 pounds at Boston, 95,000 pounds at Brooklyn, 30,000 pounds at Philadelphia, 200,000 pounds at Hampton Roads, 102,000 pounds at Mare Island, and 80,000 pounds at Bremerton.

Bids on canned pumpkin (Schedule 4037) will be opened October 21, and call for prices for delivery of 16,000 pounds at Boston, 46,000 pounds at Brooklyn, 8,000 pounds at Philadelphia, 87,000 pounds at Hampton Roads, 61,000 pounds at Mare Island and 58,000 pounds at Bremerton.

Bids on canned figs (Schedule 4040)), to be opened October 28, call for prices for delivery of 9,000 pounds at Boston, 52,000 pounds at Brooklyn, 7,000 pounds at Philadelphia, 30,000 pounds at Hampton Roads, 65,000 pounds at Mare Island, and 23,000 pounds at Bremerton.

Copies of the schedules can be obtained from the Bureau of Supplies and Accounts, Navy Department, Washington, D. C.

Business Conditions

Business activity during the week ended August 23, as seen from bank debits outside New York City, registered an increase of 7 per cent over the preceding week, but was considerably lower than the corresponding period in 1929.

Wholesale prices, as measured by Fishers' index, receded slightly from a week ago and were considerably lower than the same period, a year ago.

Banks loans and discounts of Federal Reserve member banks were slightly smaller than the preceding week and the same period in 1929. The prices for stocks and bonds recorded advances over the preceding period. Interest rates for call and

time money showed declines from both the preceding period and the corresponding week a year ago.

Business failures were fewer during the past week than during the preceding period.

For the period ended August 16, 1930, declines occurred from the previous week in steel mill activity, petroleum production, lumber output and the value of building contracts awarded. Bituminous coal production, cattle receipts and the price of wheat at Kansas City, however, registered increases when compared with the same period.

Bank loans and discounts and stock and bond prices for the past week showed increases when compared with the period ended August 25, 1928, two years ago.

CAR LOADINGS

	Total	Miscellaneous	Merchandise L. C. L.	Other
Week ended August 16	922,823	360,701	234,091	328,031
Preceding week	904,157	349,780	234,040	320,337
Corresponding week, 1929	1,102,567	442,077	260,085	400,405
Corresponding week, 1928	1,037,909	415,205	255,907	366,797

Truck Crop Markets

Considerable increases of carlot movement were recorded for potatoes, sweet potatoes, onions, lettuce and grapes during the week ended August 23, according to the U. S. Market News Service. Peaches and cantaloupes moved in lighter volume.

Green peas still met an active demand at Colorado shipping points. Colorado moved 75 and Idaho 70 cars of peas during the week.

Cabbage output increased greatly to 650 cars, of which Wisconsin furnished 285, New York 200, Colorado 70 and Iowa 30 cars.

Celery was moving from Michigan and New York in nearly equal volume—around 80 cars from each state last week.

Tomato shipments increased to 300 cars. About 50 cars each came from New Jersey, Indiana, and California, with 40 each from New York and Washington and about 30 from points in Utah.

Apple movement was heavier than the week before, totaling 210 cars from the West and 470 from eastern sections. Washington was credited with 110 cars, California with 65 and New Mexico with about 30 cars. Among eastern states, New York shipped 245 cars of apples, Michigan 70 and the Virginias 35 cars.

Total shipments of pears were maintained at 2,125 cars for the week, or one-third more than a year ago. California had decreased slightly to 1,215 cars, while Oregon shipped 385 and Washington 355 cars.

Forwardings of plums and prunes increased sharply to 740 cars. Oregon originated 425, Washington 205 and California about 100 cars.

Orange shipments from California had decreased slightly to 685 cars, and were only about half as heavy as a year ago. California lemon movement was down to 245 cars.

Forwardings of watermelons were rapidly diminishing and totaled only 1,220 cars for the week, of which Georgia supplied 570, Missouri 145, California 110, and Washington 70 cars.

Peach shipments decreased to 2,965 cars, but may increase again since the season has now opened in New York and Michigan. California had decreased a bit to 2,745 cars, many going to canneries. Colorado movement increased to 140 cars and only light shipments came from other states.

Forwardings of grapes increased to a daily average of 200 cars. California alone originated 1,070; Arkansas increased to 100 cars, while Missouri and Iowa each shipped about 20 cars. The Ozarks crop has been cut by drought. The season opened in Michigan. New York will soon follow.

Combined shipments of 33 fruits and vegetables increased to 20,485 cars, but lacked about 500 of equaling last summers's corresponding total.

CARLOT SHIPMENTS

Commodity	Aug. 17-23 1930	Aug. 10-16 1930	Aug. 18-24 1929	Total this season to Aug. 23	Total last season to Aug. 24	Total last season
Apples, total	679	545	875	5,566	5,245	102,831
Eastern states	469	335	608	3,297	3,980	31,453
Western states	210	210	267	2,269	1,265	31,378
Cabbage	631	464	401	17,372	24,031	44,132
Carrots	96	71	88	9,687	9,350	12,141
Cauliflower	39	[illegible]	104	174	204	9,540
Cucumbers	136	164	85	6,426	6,710	7,469
Green peas	161	113	143	5,855	4,719	3,197
Mixed deciduous fruit	321	441	387	3,450	2,969	5,192
Mixed vegetables	586	500	613	22,211	24,068	32,439
Peaches	2,964	3,278	3,754	26,096	25,224	35,431
Pears	2,127	2,211	1,611	10,816	7,852	21,146
Plums and prunes	739	287	634	5,578	2,436	6,046
String beans	60	44	54	8,858	7,440	8,627
Tomatoes	800	219	350	23,198	23,617	31,946

Canned Foods Exports in July

Exports of canned foods in July, compared with the same month last year, show decreases in shipments of all classes.

The following table, compiled from records of the U. S. Department of Commerce, gives the detailed figures for various products:

Articles	July, 1929 Pounds	July, 1929 Value	July, 1930 Pounds	July, 1930 Value
Canned meats, total	1,711,475	$541,590	957,320	$351,239
Beef	242,540	84,028	70,388	32,947
Pork	956,851	333,391	618,364	243,603
Sausage	222,143	58,688	94,157	22,950
Other	289,941	65,488	174,411	51,739
Canned vegetables, total	7,512,367	848,959	4,518,003	459,865
Asparagus	2,724,302	416,838	1,042,400	160,852
Baked beans and pork & beans	517,739	46,821	326,390	32,398
Corn	396,918	29,643	258,588	20,297
Peas	1,212,827	100,545	1,155,584	88,473
Soups	1,762,014	188,068	1,100,522	121,283
Tomatoes	248,135	20,559	91,456	7,720
Other	650,432	41,485	338,063	28,242
Condensed milk	3,863,032	368,923	1,315,490	218,390
Evaporated milk	5,022,879	591,283	4,719,619	388,168
Canned fruits, total	16,154,756	1,643,730	11,875,883	1,262,858
Apples anl applesauce	496,055	21,759	109,321	6,655
Apricots	4,301,982	407,367	2,405,624	213,330
Loganberries	1,161,498	109,096	822,005	76,068
Other berries			108,400	18,183
Cherries	177,338	29,193	72,134	11,394
Fruits for salad	2,264,603	321,968	2,447,964	378,742
Peaches	3,254,483	297,080	2,430,245	208,077
Pears	570,722	66,478	1,090,755	173,120
Pineapple	3,283,274	327,452	1,378,308	132,326
Prunes	255,758	15,992	65,536	7,914
Other	439,143	47,143	345,581	36,848
Salmon	689,032	120,224	622,423	139,232
Sardines	4,641,315	377,089	5,522,851	375,199

Imports of Canned Tomato Products

Imports of canned tomatoes in July were 326,151 pounds, as compared with 5,107,259 pounds during the same month a year ago, a decrease of approximately 4,780,000 pounds. Tomato paste imports also showed a decrease. The following table, compiled from records of the U. S. Department of Commerce, shows the monthly imports:

	Canned Tomatoes Pounds	Canned Tomatoes Value	Tomato Paste Pounds	Tomato Paste Value
1929				
January	11,594,855	$691,913	858,089	$117,092
February	10,070,274	605,850	831,929	116,933
March	8,982,128	525,138	775,996	112,261
April	7,314,409	448,300	666,977	136,149
May	10,092,902	579,653	431,038	57,783
June	9,367,189	567,610	648,921	95,820
July	5,107,259	293,480	518,560	73,760
	62,669,106	3,711,946	4,932,110	709,798
1930				
January	8,939,178	427,845	1,685,309	129,824
February	5,854,313	283,425	1,050,583	88,842
March	2,992,848	139,808	658,934	53,743
April	5,425,074	291,292	932,968	83,269
May	6,453,391	306,250	2,368,868	246,650
June	588,282	21,991	455,682	43,659
July	326,151	23,163	310,461	27,343
	30,529,836	1,493,846	7,413,308	673,382

Canning Crop Prospects

With last week's Information Letter were mailed mimeograph copies of the reports issued on August 23 by the Division of Crop and Livestock Estimates forecasting the production of sweet corn, tomatoes and snap beans for canning. These reports were based on the condition of crops as of August 15, and in each instance indicated a considerable reduction as compared with the outlook on August 1.

Sweet corn production, based upon August 15 prospects, was estimated at 589,500 tons, as compared with the August 1 forecast of 641,200 tons and with a production of 703,600 tons in 1929.

Tomato production was forecast at 1,366,330 tons, as compared with the August 1 estimate of 1,499,430 tons and with a production last year of 1,426,170 tons.

Snap bean production was forecast at 79,850 tons, as compared with the August 1 estimate of 90,020 tons and with a production of 90,430 tons last year.

The acreage planted this year in each of these crops was larger than last year—sweet corn by 11 per cent, tomatoes by 22 per cent, and snap beans by 17 per cent.

Canned Milk Markets

While production has been below the level of the previous year for the past eleven months, the continued heat and drought, and the fact that much surplus fluid milk which is ordinarily converted into evaporated milk was needed to satisfy depleted city milk supplies, cut deep inroads into the evaporated milk production total for August, according to the U. S. Market News Service. Another factor, which had a decided strengthening effect, was the low stocks situation.

The July production of evaporated case goods followed the trend of the previous months and again fell increasingly short of last year. While the make for the first seven months of 1930 was approximately 8.8 per cent short of that of the same period of 1929, production during July was 16.4 per cent below that of the same month a year ago. The decline of 16.9 per cent from July to July was decidedly more drastic than normal.

Stocks of evaporated case goods on August 1, 1930, exceeded those of July 1 by approximately 14 per cent, but were nearly 9 per cent lighter than on the same date a year ago. This was the first time since December 1, 1928, that evaporated case

stocks were lighter than on the same date a year earlier. Stocks in the hands of wholesale grocers on June 30, the date which the most recent quarterly survey covers, were 30 per cent lighter than on June 30, 1929. Grocers' stocks on June 30, 1929, were 30 per cent heavier than the previous year.

The condensed milk market gained additional strength during August and, at the close, was steady to firm. Because of the continued hot spell, demand for condensed milk from ice cream manufacturers was heavier than normally at this season of the year. Production was sharply lower in July than June and still greater decreases are reported in trade circles for August. Manufacturers' stocks on August 1 were slightly more than 2 per cent heavier this year than last year; however, it should be noted that only five months ago the difference amounted to 216 per cent.

Analysis of Canning Industry Undertaken by Commerce Department

A survey of the engineering, management, and labor problems of the canning industry in a Northern State is being undertaken by the Foodstuffs Division of the Bureau of the Foreign and Domestic Commerce at the request and with the cooperation of the industry. The work is primarily in the interest of the small cannery, and facts will be developed as to the losses sustained as a result of small cannery marketing methods.

The survey will include the study of equipment, to determine the practicability of reducing bottle necks in operation, though it is recognized that these cannot be eliminated entirely, due to the highly seasonal character of the industry. Management studies will attempt to show the effect, on the efficiency of the employee and the quality of the product, of the large amount of overtime work caused by the extreme peaks in the industry.

Investigation of Commercial Fishing Industry

Owners of commercial fishing vessels in all of the seacoast States, as well as in Alaska, Hawaii, and Porto Rico, will shortly be requested by the United States Tariff Commission to furnish information concerning their nationality, whether citizens or aliens, and to give statistics on the quantities of fish produced in the high seas and in territorial waters. According to a statement issued by the Tariff Commission, about 40,000 vessels are involved in the investigation. Government offices cooperating with the commission include the Bureau of Customs, the Coast

and Geodetic Survey, the Bureau of Navigation, and the Bureau of Fisheries.

The investigation has been ordered by the Tariff Commission pursuant to a Senate Resolution requesting the commission to make the inquiry. Under the Senate's resolution the commission is "requested to make an investigation of the entries of fish and other marine products into the United States from the high seas in vessels owned, chartered, leased, or rented, wholly or in part, by aliens, whether or not such aliens are domiciled in the United States."

Although the Senate resolution refers specifically to alien-owned fishing vessels the commission will include citizen-owned vessels so that comparative figures may be made available to Congress.

"This investigation," the commission states, "is not directed toward the exclusion of aliens from the American fisheries. It is solely for the purpose of ascertaining the present extent of our fisheries, the nationality of vessel owners, and the sources of production."

The program of investigation as outlined by the commission provides for completion of the work before the conclusion of the forthcoming session of Congress.

Survey of Mayonnaise and Salad Dressing Industry

The U. S. Department of Commerce has announced that it will undertake a second survey of the mayonnaise and salad dressing industry, in the course of which statistics will be developed on the production, size of containers used, and distribution and labeling of the products. The first survey made by the Department was taken in 1929.

Preliminary Report Issued on Market Demand for Canned Figs

The Bureau of Agricultural Economics of the U. S. Department of Agriculture has issued a preliminary report on a study of the commercial demand for canned figs, which is available without charge from that Bureau. The investigation aimed at finding tradesmen's reaction to present methods of processing, their preferences for various sizes and types of containers, the desired concentration of syrup used in preserving figs, and any points which might be helpful to packers in shaping future policies for the industry. The information was secured by personal interviews, during the spring of 1930, with leading brokers, job-

bers, wholesalers, chain-store buyers, and some of the largest retailers in six representative Northeast and Midwest cities. A few purchasing agents for dining cars, steamships, hotels, and chain lunch rooms were included among the 184 persons interviewed.

The suggestions offered by tradesmen for the improvement of the industry are summarized as follows:

Coordinate industry effort for standardization of syrup concentration.

Coordinate industry effort for standardization of container sizes and elimination of all unnecessary ones.

Pack good quality figs and keep poor-quality, low-grade, unattractive packs off the market.

Standardize prices and eliminate cut-throat competitive methods.

Acquaint the general public with merits and uses of figs through advertising, demonstration, radio, or any other means. (The impression was given that the fig industry had not capitalized the health qualities of the product).

Keep prices in line with prices for other canned fruits. (In connection with this advice many dealers advocated the preserving of figs in lighter syrup in tin containers).

Concentrate future efforts on family consumption.

Norwegian Sardine Situation

By agreement between the fishermen and the packers, and because of large stocks on hand, fishing for brisling sardines did not begin in Norway until June 10, according to the American consul at Stavanger. It was a failure all over the country from the start, only trifling quantities being brought to the factories and the fish taken were to only a limited extent suitable for canning purposes. In July, however, fishing improved somewhat.

Stocks on hand of brisling sardines are reported by one of the local packers as very heavy, but it is expected that the termination of the price agreement will greatly stimulate demand from foreign sources, and the anticipated underproduction for the current season will largely offset this condition.

Italian Brined Cherry Pack

The coming season's pack of brined cherries in Italy is estimated at 30,000 barrels, according to a cablegram from the

American commercial attache at Rome. This estimate resulted from efforts of the Department to check up on figures given out on August 1st, when a trade estimate of the pack placed it at 45,000 barrels. The commercial attache's later figure was arrived at after a consultation with the trade and consular officers in Italy.

It is reported that less than half of the current pack is now sold, with the balance available for export.

Canadian Salmon Trade with the United Kingdom

The Hudson's Bay Company, which has been engaged chiefly in the producing of fur, is now using its organization to develop new trade with the United Kingdom in frozen salmon, according to a report from the American consul at London. It was formerly the practice to send the fish from Labrador to the United Kingdom by refrigerator steamers operating on regular schedule, but in July the Hudson's Bay Company's own vessel arrived at London with the first direct cargo of "Hubay" (Hudson Bay) and "Labdor" (Labrador) Salmon.

The vessel brought to London 15,000 cases of salmon weighing about 1,500,000 pounds, as well as a quantity of cooked and frozen lobsters and a quantity of brine frozen halibut steaks. The latter, averaging about one pound in weight, are cut from the fish skinned and boned before freezing. It is said that when thawed and prepared, they are of better quality than fish landed by trawlers operating from Birtish ports.

Every salmon packed by the company will bear a label marked "Hubay" or "Labdor", as well as signed certificate of origin, wrapped around the salmon to permit its sale not only during the English salmon season but throughout the year.

Bulletin Issued on Canned Grapefruit Industry

Available information on the production and marketing of canned grapefruit and grapefruit juice is presented in Trade Information Bulletin No. 706, recently issued by the U. S. Bureau of Foreign and Domestic Commerce. The bulletin reveals that production of canned grapefruit in the United States and Porto Rico has grown from about 2,500 cases in 1920-21 to about 1,850,000 cases in 1929-30. It is estimated that about 10 per cent of the pack is exported.